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# Example of Account Specialist, Client Development Job Description

Our company is looking for an account specialist, client development. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for account specialist, client development

* Providing support to the team in managing the day to day activities to enhance client relationships, including but not limited to, sharing analyses on brand specific topics, answering relevant client questions, training/educating clients in order to drive adoption and usage of NPD’s strategic data sets
* Partnering with account leads and cross-functional departments to drive initiatives which support the sale and delivery of NPD’s solution
* Understanding our Manufacturer Clients’ organizations and their business strategies, objectives, and challenges
* Fulfilling client requests by utilizing NPD’s data sources and technology industry knowledge
* Provide day to day support for a defined set of publisher accounts, ensuring effective client servicing and driving client satisfaction
* Manage subscription renewals to maintain and grow revenue
* Provide training across the NPD Book user base
* Grow the NPD/client relationship through expanding contacts, promoting the use of NPD data and tools, and identifying and responding to client needs
* Maintain client information effectively using Salesforce and other tools to support the management and attainment of targets
* Work on internal initiatives to develop efficiencies and grow client engagement

## Qualifications for account specialist, client development

* Knowledge of, and passion for, the Foodservice industry is a plus
* Must be detail oriented with a focus on accuracy and formatting in deliverables
* Knowledge of, and passion for, the Sports Industry is a plus
* Syndicated POS & Consumer data experience
* Experience managing multi-faceted projects a positive
* Strong presentation skills with a high comfort level presenting to small groups and mid-size audiences